

A BUSINESS MOVEMENT

The Merchants' Transfer and Storage Company.

ITS STEADY GROWTH

HOW THIS PROSPEROUS COMPANY WAS FORMED.

The Largest and Most Modern Fire-Proof Storage Building in the City.

The recent rapid strides forward of the capital city as a business community, energetic and vigorous, are in no way perhaps better illustrated and exemplified than in the rapid and sturdy growth of the Merchants' Transfer and Storage Company, a concern that in a few years has developed



Under the vast roof of the new building of the corner, on E street, between 9th and 10th streets northwest, are the machinery and the directing force of a complete storage plant, modern in every particular, a parcel delivery that serves 125 of the largest firms of the District and at the same time does a great and ever-growing general business for private parties and for the government, and, finally, a hauling equipment capable of doing the heaviest hauling, transferring and hoisting.

The motto of the transfer business of the company is "We move anything." The motto of the storage business would not be quite so general, perhaps, but the company might say with entire truth and modesty, "We store the best of everything."

Accidents do not happen in the growth of a great business very often, and the growth of the Merchants' Transfer and Storage Company cannot be attributed to accident. Its business has been in the hands of men of experience, ability, energy and resources from the beginning, and its growth has been steady and consistent. Mr. John L. Newbold, the son of the founder of the business, is the president of the corporation.

A FAMOUS PRINTERY

GREAT ESTABLISHMENT OF JUDD & DETWEILER.

Growth in Thirty-four Years—Printers for the Government—Noted Documents Printed.

Thirty-four years ago two journeymen printers, who had filled the various stages at the business, from the proverbial printer's devil through all the various routine up to compositors, proof readers and foremen, in various leading offices, conceived the idea to embark in the printing business for themselves, and formed a co-partnership under the firm name of Judd & Detweiler; and although both unknown beyond their little circle of fellow craftsmen, with very little capital, but plenty of that indomitable grit that is so well marked by all successful business men, they determined, if industry and fair dealing with their fellowmen accounted for anything, they would succeed in their enterprise.



Starting in a small third-story room on 7th street, with two antiquated job presses and a few hundred pounds of type, they soon had to seek other quarters, and from a pay roll of \$7.50 a week have gone as high as \$1,800.

Well does Mr. Detweiler remember the firm's first lawyer's brief, and it was from no less a person than the late Hon. Caleb Cushing, one of the most brilliant men of his time. The bar soon learned where to get their work done promptly and correctly, and there is scarcely a leading lawyer who has appeared before the Supreme Court of the United States that has not at some time or other extended his patronage to this well-known printery. For the last eighteen years they have printed the records of the Supreme Court of the United States, as well as the Court of Appeals cases, and have turned out all sorts and sizes, from a one-page record to one that nearly approached the 10,000-page mark (the celebrated Gaines case).

Mr. Thomas R. Newbold is secretary and treasurer. Both of these gentlemen have had the best and most thorough training in all branches of the enterprise.

The directors of the corporation are Mr. J. L. Newbold, Mr. T. R. Newbold, Mr. John E. McLean of the firm of Haskell & McLean; Mr. Frank B. Noyes, then of The Evening Star; Mr. J. Herbert Corning, merchant; Mr. G. Thomas Dunlop, attorney; Mr. John L. Prosser, at the head of the E. Morris Paper Company, and Mr. Paul Starratt, general manager of the George A. Fuller Company.

The capital of the company is one hundred and fifty thousand dollars (\$150,000).

The stockholders of the corporation number many of the most prominent business men of the city, among whom are Thomas Hyde of the Riggs National Bank; John A. Swope, vice president of the Washington Loan and Trust Company; S. H. Kauffman, president of The Evening Star Company; Emil G. Shaeffer of the firm of E. G. Shaeffer & Co.; Carl A. Droop of the firm of E. D. Droop & Co.; P. P. Detweiler of Judd & Detweiler; D. C. Phillips, Arthur G. Peter of the firm of Marsh & Peter, architects; G. T. Dunlop, president of the Capital Traction Company, and many others.

The building of the company is the largest fireproof storage house in the city, being eight stories high with a storage capacity of over 1,000,000 cubic feet.

Storage Department.

The storage branch of the business is the most prominent, and the facilities afforded for the safe keeping of household furniture of every description are most complete. The building contains 840 separate locked rooms, varying in size, but having a decided similarity.

The art room, where pianos, large pictures, statuary, etc., are kept, is on the first floor, and besides being thoroughly ventilated, an even temperature is maintained in this room during the winter months to insure against any possible injury to contents.

Next, special room is fitted for the storage of trunks and luggage. This room immediately above the ladies' waiting room, thereby affording every convenience to those who, having goods to store, desire to examine them. Burglar-proof vaults for silverware and valuables are also to be had.

The company has in its employ a large force of reliable, expert men for packing furniture, china, bric-a-brac, etc., and shipments are received and forwarded to foreign countries or to any city in the United States. The large moving vans are in charge of careful and experienced men.

A very handsome little booklet, entitled "Fire-proof Storage," has recently been gotten out by the company, and anybody interested in storage packing or shipping can secure one for the asking.

their special use, which is filled with all the latest improved machinery, and have not only built up their own business, but helped to build up what we, as Washingtonians are all so proud of, the finest, cleanest and best-ordered city in the world. Something about the personnel of the firm—John G. Judd, who died about six years ago, was a native of England; born in 1824 and educated in London. He came to America in 1847, and to Washington in 1853. A more thorough and accomplished master of his business was hard to find, and his demise is only truly mourned by those who knew him best. P. M. Detweiler was born in Middletown, Pa., in 1830, and after serving his apprenticeship in Philadelphia, took up his residence in Washington in 1850, where he worked as a journeyman until 1868, in the interim filling various responsible positions, and is one of the few survivors of the printing press who organized the government printing office, and is still actively engaged at his daily routine work. Mr. George H. Judd, who has succeeded his father in the printing business, has had an experience of over twenty-six years, and is a thorough and progressive printer and business man. Mr. P. M. Detweiler, who has had charge of the record room for more than eighteen years and has brought with him a large experience in the printing business, is a thorough business man and has also charge of much of the paper stock, etc.

It has been the boast of the firm that in all these thirty-four years they have never failed to pay every cent due to each employee every Saturday night.

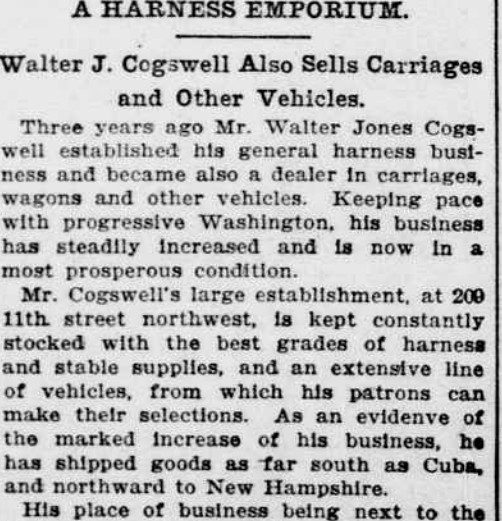
A HARNESS EMPORIUM.

Walter J. Cogswell Also Sells Carriages and Other Vehicles.

Three years ago Mr. Walter Jones Cogswell established his general harness business and became also a dealer in carriages, wagons and other vehicles. Keeping pace with progressive Washington, his business has steadily increased and is now in a most prosperous condition.

Mr. Cogswell's large establishment, at 200 11th street northwest, is kept constantly stocked with the best grades of harness and stable supplies, and an extensive line of vehicles, from which his patrons can make their selections. As an evidence of the marked increase of his business, he has shipped goods as far south as Cuba, and northward to New Hampshire.

His place of business being next to the horse bazaar and near the wholesale markets, he receives much patronage from the country folks who come here to sell their produce. The upbuilding of this business is an example of what can be accomplished by the general selling of harness and all manner of vehicles, in which none but the best workmen are employed. To use a phrase of the firm, he sometimes "dabbles in horseflesh," buying and selling a few high-class horses and ponies. His judgment in matters concerning horseflesh is consulted frequently by the best citizens.



Walter J. Cogswell also sells carriages and other vehicles. His business has steadily increased and is now in a most prosperous condition.

FREEBORN G. SMITH

From Cabin to Palace—From Poverty to Millions.

SHOWS WHAT HARD WORK WILL ACCOMPLISH.

The Claims Made for the Bradbury Pianos Are Fully Justified.

At least one of the great music houses of the country, the Freeborn G. Smith, saw the future greatness of Washington a quarter of a century ago, for it was in the year 1877 that Mr. Smith opened an establishment here for the sale of the justly famous Bradbury Pianos, of which Mr. Smith is the owner and manufacturer. The original location chosen was at the corner of 12th street and Pennsylvania avenue, in what was then known as the Shepherd building. Washington could not then have been called a musical center, but in recent years it has kept pace with the remarkable growth of the country in general, a growth so rapid that the whole world wonders. Freeborn G. Smith had something to do with this advancement. He was one of those who had an abiding faith in the future of Washington, and from his very first acquaintance with the city extended that it would, sooner or later, be the educational and artistic hub of the universe.

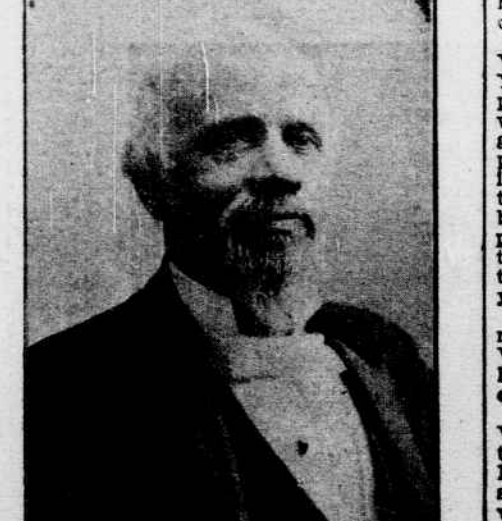
Shortly after Mr. W. P. Van Winkle took charge here the Bradbury warerooms moved to 1103 Pennsylvania avenue, the Shepherd property having passed into other hands.



The business of the company, due not only to the intrinsic merit of the instrument manufactured, but to the popularity and energies of Mr. Van Winkle, soon outgrew these latter quarters, and in 1887 another move was made to 1225 Pennsylvania avenue, where the firm is still located. So great had been the success, in fact, that Mr. Smith felt justified in tearing down the old structure and erecting the present handsome building. The building is as complete a piano warehouse as could be made. It is artistic in design, with five stories on Pennsylvania avenue and four on E street, a depth of 210 feet and a ground floor space of 5,000 feet. The height of the ceiling of the ground floor, eighteen feet, combined with a depth of 210 feet, makes an ideal place for the storage of pianos, with no suggestion of crowding. The upper floors are used for displaying Uprights, Baby Grand, and other pianos. The building is a masterpiece of design, with a beautiful facade and a large entrance.

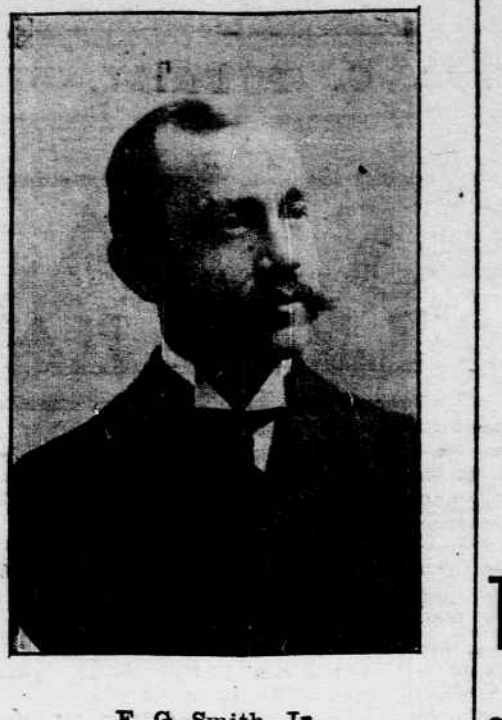
The claims made for the Bradbury Piano are fully justified. It is the result of the life work of William B. Bradbury, who, in his day, was a celebrated composer of church music and a singer of merit. In undertaking the construction of a piano it was his expressed determination to secure an instrument that would combine the melody of the organ with the tone of the violin, and the effect of the best pianos. That he succeeded in this ambition was quickly demonstrated, for his Bradbury Piano jumped into almost immediate popularity. So successful was he, in fact, that shortly after the war he was able to retire from business, being succeeded by Mr. Smith. The latter took up the thread where Mr. Bradbury had left it and did his work nobly, for the Bradbury Piano of today is a thing of beauty and a joy forever. It is an instrument of beauty of tone as well as of beauty of design, so constructed that it will stand the severest use.

The life story of Freeborn Garretson Smith reads like a fairy tale. It is a story of a journey from cabin to palace, from poverty to millions, from the ignorance of untutored youth to education, from mechanics to the arts and sciences. It is a notable fact that in this country our greatest men, particularly those who have made their success in commercial life, were reared in humble surroundings. Very few men deserve greater credit for the success obtained than the young mechanic quickly promoted to the position of a pianist. Mr. Smith often refers to the great years of his experience as a "printer's devil" was to him. But his love for music naturally led him to a piano factory and he wanted to



learn how to make one, and so became an apprentice to a pianomaker, where he first learned the rudiments of piano construction. The work appealed strongly to the young artisan, and so earnest and studious and persistent was he that his employers began to take an interest in him and declared him, even at the early age of fifteen, to be one of their best experts. So rapid was his improvement that the young mechanic quickly found himself in demand in the various shops of Baltimore. But he thought the field there was too limited, and his general tendency being one of expansion, he boldly set out for New York and Boston with unlimited confidence in himself, a bunch of hope and \$5 in cash. His \$5 in cash went for a small room in French's Hotel, on the site now occupied by the New York World building. Printing House square. His first position was

with Horatio Worcester, at the munificent salary of \$6 per week. So skillful a workman did he prove himself that his wages were voluntarily raised three times within six months. At the end of that period he was made superintendent of the factory. A year later he resigned as superintendent of the Worcester factory to accept a more remunerative position with Bacon & Raven. There he worked side by side with Henry Steadway, grandfather of the late Charles H. Steadway, president of the Steadway & Sons' corporation of today. On the



opposite side of Mr. Smith's working bench was David Decker, one of the founders of the famous old house of the Decker Bros., which has now passed out of existence.

From the quiet modest Bradbury plant of thirty-six years ago Mr. Smith has built and is now the sole owner of three great factories and seventeen distinct houses, having an invested capital of more than \$2,000,000. His piano case factory at Leominster, Mass., is the largest and most extensive of this or any other country. Its capacity is 200 cases per week.

His seventy-five years weigh lightly upon him. His health is excellent. He spends nearly all of his time at his factories, personally superintending the details of his business. He has in his employ in his various interests between 800 and 1,000 men. In one, he is one of the youngest men in spirit and one of the most active in body that there is in the piano industry of the United States. With one exception, Mr. Freeborn G. Smith is the oldest living piano factory manufacturer in this country. That single exception, Mr. Charles F. Fisk, the head of the house of J. & C. Fisk of New York City. Mr. Smith's wealth is estimated to be \$1,500,000, all accumulated by untiring and intelligent effort in the piano industry.

He is now heavily interested in banking and financial institutions throughout the country, and is still planning new enterprises for his great business with the same skill, acumen and earnestness that placed him on the very top round of the ladder of success.

The name of Mr. Freeborn G. Smith is certainly a potent factor. It has become a trademark in the piano industry. It is a synonym for honesty, energy and insatiable ambition. His career is one of singular interest to the young men of the country, and can be read not only with pleasure but with profit. It proves that with high purpose and resolve, that with intelligent effort and persistence of purpose, a man, in whatever line, can carve out for himself whatever he wishes to obtain.

Mr. F. G. Smith, Jr., has inherited his father's genius for mechanics and has developed remarkable executive ability. He has entire charge of all the office work and looks after their many branch houses, the latter being scattered all over the country. This brings him into close contact with all the employees, and it is pleasant to be able to testify to his universal popularity with those under him. In these and many other ways Smith, Jr., is like his father. He is a veritable "chip of the old block," and his career is a model for the young men of the country.

Mr. Smith has been remarkably successful in his selection of sons to carry on his business. His son, Mr. F. G. Smith, Jr., is a man of high purpose and resolve, that with intelligent effort and persistence of purpose, a man, in whatever line, can carve out for himself whatever he wishes to obtain.

He is interested in Railroads, Steamboats and City Improvements—His Charitable Disposition.

In the front rank of Washington's progressive and public-spirited business men is Mr. Austin P. Brown, whose name is a synonym for honesty, energy and insatiable ambition. In nearly every movement for this city's improvement and beautification since the civil war he has been an important factor.

In business affairs he is a leader, and by his own sterling habits has built up a business for himself which speaks volumes for his thrift and energy.

In a sketch of Mr. Brown and his noted ancestors, it is stated on the pages of "Men of Progress," by Richard Herndon, the well-known author, that "his modest retiring nature makes his lamp of life burn low, although always steady and clear."

IS IN THE FRONT RANK

Austin P. Brown's Record as a Sterling Citizen.

HIS NOTED ANCESTORS

THE PROMOTER OF PICTURESQUE PETWORTH.

Mr. Brown has been twice married and has two children by his first wife. Before his marriage his present wife was Cornelia Carr Brown, daughter of the late Warren Brown of Brooklyn, N. Y., formerly of Portland, Me. To this union have been born four children, two of whom are living, Clifford Hudson and Gladys Austin Brown.

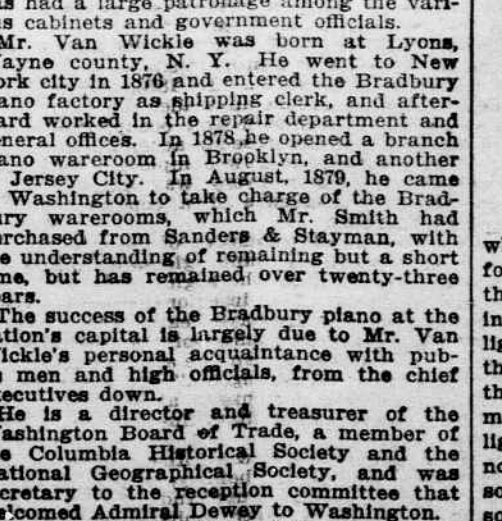
During his busy life Mr. Brown has furnished the government with millions of dollars' worth of supplies. He became actively interested in real estate in 1885. He lived on the beautiful and historical old place known as "Cliffbrook," the house having been built by Postmaster General Hobbs. In this fine old mansion Mr. Brown entertained diplomats, statesmen and friends with the greatest hospitality.

Mr. Brown has always had control of large estates and interested himself in railroads and steamboat lines. He is a member of the Washington Board of Trade, the Brightwood Citizens' Association, and was recently elected president of the Petworth Citizens' Association, of which he was one of the organizers.

Petworth covers an area of from 400 to 500 acres, which were developed and improved under the direction of Mr. Brown through an expenditure of \$300,000 by the company he represented. The necessary land for streets, parks and alleys was donated to the District of Columbia by this company.

Mr. Brown has always favored the extension of the electric lighting system to the suburban places of Washington.

The originality and novelty in Mr. Brown's nature were illustrated by the erection by him at Petworth of a general insurance business, representing a number of the strongest of the American and English fire and marine insurance companies. They have been active in the insurance business for more than thirty years, and are held in high esteem as underwriters by the leading business men of the country. They make a specialty of real estate and mortgage loans, and were first to bring outside capital to Washington for investment, and always upon the most favorable terms. While their loans during the last twenty-five years run into many millions of dollars, they have seldom had occasion to foreclose a mortgage, and, as a matter of fact, have not made a loss for a lender nor have they ever on property taken in for foreclosure. Their real estate department is under the management of Mr. William W. Herron, who has been actively engaged in the real estate business in Washington for many years and is devoting his entire time to this branch of the business, and in this connection it may be said truthfully that no one has so far as they know, any grievance on account of any investments made by them through this office.



Both Captain Tyler and Colonel Rutherford served in the Union army through our great civil war, participating in most of the battles between the Army of the Potomac and the Army of Northern Virginia, in which both were severely wounded, and at the conclusion of the war they were both honorably retired. Colonel Rutherford is a native of New York City. Captain Tyler is a native of the state of Michigan. He served through the civil war in the celebrated Berdan's Sharpshooters. He is a member of the bar of the Supreme Court of the United States and District of Columbia.

His business was incorporated in 1901, in order to give the younger men connected with the office an official status and more prominently associate them with the business, as well as to insure its continuance uninterrupted after the two veterans drop out, which, however, they are not contemplating at this time. The officers of the corporation are: Richard W. Tyler, president; Robert G. Rutherford, vice president and treasurer; Richard K. Tyler, second vice president; Charles G. Warden, secretary and cashier.



THOROUGHLY KNOWN

Stone & Fairfax Leaders in Real Estate.

DO A LARGE BUSINESS

THIS FIRM HAS WELL-EQUIPPED ESTABLISHMENT.

They Were Pioneers in the Development of Columbia Heights and Bloomingdale.

Many of Washington's leading business men have been engaged in the real estate business, but no firm has achieved greater success than Stone & Fairfax, whose office is situated at 808 to 809 F street northwest, opposite the United States patent office. The firm's office is desirably and conveniently located and is accessible by all the lines of street cars; two transfer corners are within a few seconds' walk of their establishment.

From the picture herewith, showing two front offices, their energy and ability are illustrated; no other real estate firm in the city occupies such a large frontage on this prominent thoroughfare. There is scarcely a section of the city that does not contain placards on houses or on lots bearing the firm's name, indicating by their presence the extent of its operations.

Mr. Charles F. Stone, the senior member of the firm, opened an office at 808 F street in 1885, and though successful he desired to enlarge his business. In 1897 he entered into partnership with Mr. Charles W. Fairfax, who had previously been connected with his office. The partnership has proved a successful and happy one. From the beginning of the partnership the firm has made rapid strides and in a short time has placed itself in the foremost rank of real estate companies. The business grew so rapidly that in March, 1900, the firm was compelled to acquire larger quarters. The adjoining office, 809 F street, was therefore added, and extensive improvement were made. The offices are now thoroughly equipped and modern in every respect.

One of the offices is devoted exclusively to the rental branch of their business, while the other office is used as a sales department. Both offices are arranged with strict regard to the proper management of property placed in the firm's hands.

Each department receives the personal and undivided attention of a member of the firm, who is assisted by numerous employees, who are thoroughly competent to handle the details of the business. Clients of the firm have the benefit of careful and prompt attention to their affairs.

Messrs. Stone & Fairfax have a well-established insurance branch of their business. Some of the largest local and out-of-town insurance companies are represented by the firm.

A carefully managed loan department is also run in connection with the general business, and this feature has added not a little to the firm's sound business reputation.

The rental business of this firm has advanced at a rapid rate. The sales of real estate have been phenomenal. During the past two years their record has been unsurpassed. They have consummated over 600 sales, aggregating several millions of dollars. These sales embrace both business and residential property in every section of the city.

Many of their recent sales have been to non-residents, who have selected Washington as their home, and where they will invest from time to time. The investment of outside capital in real estate in this city will surely continue. Such a condition will greatly improve the city, besides adding to the firm's large volume of business.

This firm handles the business placed in its care with intelligence of a high order. Through its liberal policy and extensive advertising, and other methods of presenting what it has to offer to the public, there has been a great demand for the firm's services. It is said that 90 per cent of those desiring to buy, sell or rent apply to them before finally consummating a transaction.

Stone & Fairfax were the pioneers in the development of Columbia Heights and Bloomingdale. More property has been sold by them in these localities than by any other firm. The rapid growth of these sections has been unparalleled, due to the construction of modern and conveniently planned houses and excellent street car facilities. So confident was this firm of the future popularity of these sections, that, to encourage the builders who first started operations in the future of Washington at houses within thirty days after completion. The result greatly exceeded their expectations, and hundreds of houses were disposed of before the building work was under way.

That Messrs. Stone & Fairfax are close students of their business has been proved by the interviews had with them by The Star and other papers, in which they predicted individually an increased demand for Washington real estate, and equal to the present active market.

Both members of the firm are young men. Both were born in Virginia. Mr. Stone resided for a number of years in Pennsylvania and New Mexico. They are firm in their belief in the future of Washington as a manufacturing city, where capital will seek investment and labor employment, at the same time retaining its present reputation as an educational center and home for people of means.

Both are connected with several local institutions, and Mr. Fairfax is a member of all branches of the Masonic fraternity.

terial and maternal sides. His grandfather was a native of Danvers, Mass., and performed temporary military service at the time Canada was occupied by the British in the war of 1812.

Samuel Peters Brown, father of Austin P. Brown, was born in North Blenheim, December 9, 1816. He represented the Orange district in the Maine legislature, and came to Washington in 1860, and held several important official positions here. Mr. Brown's maternal grandfather, Thomas Mason, was a revolutionary patriot who served at the battles of Lexington and Bunker Hill.

Austin P. Brown began his school life early, attended several schools of repute and graduated from Eastman's Business College, Poughkeepsie, N. Y., which stands at the head of the business colleges of the world. During the battle of the Wilderness he went to Fredericksburg with the Maine state agency, and was constantly among the sick and wounded. At the close of the war he associated himself with business with his father, which was successfully carried on for several years, until financial embarrassment followed. Mr. Brown then said in his quiet but determined way, "I will bury those debts or they shall bury me." He has kept his word, making it the principal object of his life to liquidate every dollar.

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A PAIR OF VETERANS

NOT ONLY IN WAR, BUT IN BUSINESS, TOO.

A Widely-Known Real Estate Firm Composed of Ex-Army Officers.

The material prosperity and progress of a city is due in the fullest measure to its solid and progressive business men. The great improvement and growth of Washington, and its transformation from an overgrown village with a few ancient buildings and mud-coated roads, when The Evening Star was in its swaddling clothes, to the present beautiful and modern city, has resulted largely from the efforts of such sterling citizens as Capt. Richard W. Tyler and Col. Robert G. Rutherford, comprising the real estate, loans and insurance firm of Tyler & Rutherford.

These gentlemen, while materially assisting in the upbuilding of the nation's capital city, have built up for themselves, on a Rock of Gibraltar foundation, their present business, which is a credit to the community, and always upon the most favorable terms. While their loans during the last twenty-five years run into many millions of dollars, they have seldom had occasion to foreclose a mortgage, and, as a matter of fact, have not made a loss for a lender nor have they ever on property taken in for foreclosure. Their real estate department is under the management of Mr. William W. Herron, who has been actively engaged in the real estate business in Washington for many years and is devoting his entire time to this branch of the business, and in this connection it may be said truthfully that no one has so far as they know, any grievance on account of any investments made by them through this office.

For many years the question of getting a durable and a practically water-proof roof has troubled the trade. After many costly experiments the difficulties have been surmounted by the firm of Grafton & Son, and today you will find their preparation, known as the Grafton-son Roof Paint, on the roof of pretty nearly every big building in the city. The unquestioned success of this preparation is now generally conceded, and the best evidence of its work is to be found in the gratifying success and increased growth in the business of the firm of Grafton & Son.

The firm was established in 1883, and was then composed of A. W. Grafton & Son, E. W. Grafton, since the unfortunate death of the son the business has been conducted by Mr. A. W. Grafton. Their first place of business was the premises located at 243 1/2 street northwest. From here they removed not long since to the more central location of 714 9th street northwest. This Grafton-son roof paint is a heavy, durable and elastic covering for light metal roofs.

Among some of the thousands of testimonials and testimonials of the firm is one from the B. H. Warner Company, in which